

Quick Start Measure – Terms of Reference

Project	Support to Nature Protected Areas in Ukraine”, BMZ No.:2011.6612.3 and 2013.6588.1
Type	Quick Start Measure (QSM)
Title	Procurement of drones and filming equipment for the PAs
Short title	Drones and filming equipment
Reference number	QSM-2020-3-NAT-Drones and filming

1 Type of Procurement

This procurement is planned as a Quick Start Measure. QSMs are investments in protected areas of up to EUR 20.000 per contract. These measures are justified by three factors: their confirmed urgency, the absence of other imminent solutions and the need for rapid trust-building between beneficiaries and the Project.

This procurement falls under a procedure which was installed with the updated Project Management Manual (PMM) approved by MENR on 08.10.2020 and which received non-objection by KfW on 07.12.2020. Under simplified procedures and a newly introduced review method in the new Overall Procurement Plan, an entry of “P” (for “post review”) under column “Review by KfW” indicates that a procurement will be reviewed by the auditor and optionally by KfW.

This procurement is an addition to the Tender “Purchase of computer hardware, software, accessories for eight target protected areas” (IT-2018-3-supply-IT equipment).

This procurement is being conducted separately, rather than together with the tender for IT equipment, due to the following reasons:

1. The goods to be procured are largely standardized and available in the market. Significant differences in prices between suppliers are unlikely.
2. The goods to be procured are all of a specific thematic category and show very little technical overlap with the goods procured in the IT tender.
3. The needed amounts and types of camera equipment are already well-known by the SNPA project. In contrast, a longer process of coordination and approvals is still required before the full IT tender can be implemented. This would lead to unnecessary and long delays in the procurement and use of the required camera equipment.
4. In addition, the procurement is required urgently to allow the target parks to provide photo and video content for the running tender on updated website creations (NT-2019-5-service-

websites). The parks shall be enabled to produce their own video and photo content, including for social media (mainly Facebook).

This procurement belongs to the following sections under the project's Overall Procurement Plan:

- Output 2: Selected protected areas have the necessary infrastructure, equipment and personnel
 - SA.2.2: The administrative teams, rangers and tourism personnel are equipped with all gear and items necessary to fulfill their work professionally and reliably (transport for rangers, uniforms, IT and computer equipment and others).
 - T.2.2.3: Conduct individual procurements of equipment for target areas (incl. large tenders)
 - ST.2.2.3.7: QSMs for small procurements of equipment

The budget line for this procurement in the latest version of the approved Overall Procurement Plan is:

Output 2: Selected protected areas have the necessary infrastructure, equipment and personnel

Activity No. [1]	Task No.	Previous coding	Procurement No.	Description yellow = executed black = planned	Type of procurement [2]	Estimated Contract Amount	Source of Funds [3]	Procurement procedure [4]	Stages [5]	Selection method [6]	Review by KfW [7]	ESHS risk level [8]	Contract type [9]
SA.2.2	T.2.2.3/ST.2.2.3.7			QSMs for small procurements of equipment	G	87.701,00 €	DispoFund 100%	NCB/QSM	1	LCS	P	tbd	Supply contract

The goods specified in this document shall be procured through collection of **three price quotes**.

2 Background and Justification

Effective communication work by protected areas represents a crucial aspects of effective protected area management as the general integrity and long-term stability of PAs depends on it. In particular, important targets of communication work of PAs include:

- Increasing public interest and sympathy toward nature and its protection, which is relevant for regional and national decision making and political support
- Promoting national as well as international interest for ecotourism activities in or near the PAs through high-class photo and video footage, which can provide essential revenue streams for the PAs
- Driving the public education and raising awareness regarding natural values and threats, which can contribute to more sustainable and eco-friendlier behavior.

In order to create communication materials that can effectively contribute to reaching these targets, protected areas strongly rely on the availability of high-quality and attractive video materials which convey engaging and interesting impressions of the areas. In today's time, especially for reaching wide audiences across social media, videos must be of very high aesthetic quality.

As a result, protected areas have a high need for high-quality filming equipment in order to produce such video material. Currently however, all eight target areas of the SNPA project are lacking adequate equipment for this purpose which limits the effectiveness of their communication work.

This procurement aims to provide each PA with the required high-quality filming equipment and necessary accessories.

This procurement is well-suited to be conducted as a QSM, given that:

- a) The goods to be procured are largely standardized and commonly available in the market.
- b) The total budget amount is below 20.000 EUR.
- c) The provision of this equipment shall happen fast and in conjunction with the above-mentioned website tender. Moreover, this equipment is urgently required to upgrade the work of the eight target parks on social media (mostly Facebook).

3 Objectives and Expected Results

The main objective of this procurement is to strengthen the PAs' ability to produce high-quality video recordings for more effective communication work.

Two categories of filming equipment are to be procured:

1. **Hand-held action cameras and audio equipment:** These action cameras are specialized for video recordings in the field where normal cameras are generally less practical (e.g., for showing ranger work, scientific work, and tourist activities). They are also very suitable for recording interviews in the field. For this purpose, high-quality audio recording equipment shall be procured together with the cameras (wireless and conventional microphones, audio recorders, and necessary accessories).
2. **Drones:** Drones are becoming more and more important for protected areas. On the one hand, they provide unique possibilities for recording spectacular aerial footage and are thus very valuable for communications work. Furthermore, they can provide the PA management with quick and valuable information about the areas themselves, including ecological changes or pressures through illegal logging activity.

The table below provides details of the equipment and amounts to be procured. Small changes in the specifications may be made if the market availability of the equipment shows that otherwise the procurement will be delayed or have larger risk of failure.

#	Decription	Specifications	Units
Action camera and audio equipment			
1	Action camera	DJI Pocket 2 Included Accessories: DJI Pocket 2 Cover, DJI Pocket 2 Mini Control Stick, DJI Pocket 2 Tripod Mount (1/4"), DJI Wrist Strap, Power Cable, Osmo Pocket Smartphone Adapter (Lightning & USB-C)	4
2	Microphone	Sennheiser MD46 microphone	4
3	Wireless microphone set	Deity Connect: 2 x Deity BP-TX, Deity DUO-RX, 2 x XLR - 3.5mm cables, 2 x clip-on microphones, DSLR audio cable, DUO-RX synchronization cable, USB-C charging cable, 2 x transmitter antenna, 2 x receiver angled antenna, 2 x foam windshields, 2 x Lavalier Tie Clip, Waterproof hard case with foam insert, Cold shoe to 1/4 "" 20 adapter, USB-C to USB Type-A firmware update adapter	4
4	Audio recorder	Tascam DR-40X	4
5	XLR Cable	6 meter XLR cable	8
Drones			
6	Mid-range drone and accessories	DJI Mini 2 Fly More Combo Content: Drone, remote controller, battery (x3), pair of spare propellers (x3), type-C cable, Gimbal Protector, cable set, pair of spare control sticks, spare screw (x 18), propeller holder, charging hub, 18W USB charger, shoulder bag	8
7	High-end drone	DJI Mavic 2 Pro	2
8	Accessories for high-end drone	DJI Mavic 2 Fly More Kit	2
General accessories			
9	SD-Cards	SanDisk Extreme PRO, 128 GB	56

4 Activities

To obtain the required goods, several qualified suppliers will be contacted and asked to provide price quotes for the provision of the specified goods. This QSM will be published on the SNPA website to allow for participation of additional qualified suppliers. At least three price quotes will be collected and the best proposal (technically compliant offer at the lowest price) will be selected for contracting. The proposals shall be sent to the following e-mail address: stefanyshyn@snpa.in.ua.

The price offers must be presented in UAH **without VAT**. According to the SNPA Project Registration card of the Material and Technical Assistance Goods, the goods are exempted from all taxes, duties and charges on the territory of Ukraine.

5 Delivery of goods

The delivery of goods in parts (batches) is allowed. The delivery time is agreed upon when signing the contract. The preferred time of delivery is 30 days after the contract commencement date.

6 The minimum qualifications of the suppliers

Participating companies must be legal entities registered in Ukraine, PPE (physical person entrepreneur) registered as a third group.